



Statement of Standalone Financial Results for the Quarter and Twelve Months ended 31st March, 2020

(₹ in Crores)

| Particulars | | 3 Months ended 31.03.2020 [#] | Corresponding 3 Months ended 31.03.2019 [#] | Preceding 3 Months ended 31.12.2019 | Twelve Months ended 31.03.2020 | Twelve Months ended 31.03.2019 |
|---|------|---|---|--|-----------------------------------|-----------------------------------|
| | | (Audited) | (Audited) | (Unaudited) | (Audited) | (Audited) |
| Gross Revenue from sale of products and services | (i) | 11300.05 | 12064.15 | 11912.16 | 46323.72 | 45221.41 |
| Other operating revenue | (ii) | 119.99 | 141.88 | 100.85 | 483.62 | 562.98 |
| REVENUE FROM OPERATIONS[(i)+(ii)] | 1 | 11420.04 | 12206.03 | 12013.01 | 46807.34 | 45784.39 |
| OTHER INCOME | 2 | 755.54 | 740.18 | 983.62 | 3013.66 | 2484.54 |
| TOTAL INCOME (1+2) | 3 | 12175.58 | 12946.21 | 12996.63 | 49821.00 | 48268.93 |
| EXPENSES | | | | | | |
| a) Cost of materials consumed | | 3254.23 | 3335.33 | 3360.82 | 13121.76 | 13184.97 |
| b) Purchases of stock-in-trade | | 987.26 | 1331.28 | 743.90 | 4289.71 | 4300.32 |
| c) Changes in inventories of finished goods, stock-in-trade, work-in-progress and intermediates | | (174.43) | (51.02) | 441.77 | (176.34) | (180.14) |
| d) Excise duty | | 577.76 | 213.92 | 207.37 | 1187.64 | 788.74 |
| e) Employee benefits expense | | 666.53 | 759.99 | 669.11 | 2658.21 | 2728.44 |
| f) Finance costs | | 14.73 | 7.74 | 12.44 | 55.72 | 34.19 |
| g) Depreciation and amortization expense | | 392.50 | 350.18 | 416.21 | 1563.27 | 1311.70 |
| h) Other expenses | | 1945.16 | 2044.88 | 1977.37 | 7822.11 | 7656.55 |
| TOTAL EXPENSES | 4 | 7663.74 | 7992.30 | 7828.99 | 30522.08 | 29824.77 |
| PROFIT BEFORE EXCEPTIONAL ITEMS AND TAX (3-4) | 5 | 4511.84 | 4953.91 | 5167.64 | 19298.92 | 18444.16 |
| EXCEPTIONAL ITEMS (Refer Note 4) | 6 | - | - | (132.11) | (132.11) | - |
| PROFIT BEFORE TAX (5+6) | 7 | 4511.84 | 4953.91 | 5035.53 | 19166.81 | 18444.16 |
| TAX EXPENSE (Refer Note 5) | 8 | 714.76 | 1472.01 | 893.60 | 4030.76 | 5979.84 |
| a) Current Tax | | 852.70 | 1574.38 | 1075.13 | 4441.97 | 5849.24 |
| b) Deferred Tax | | (137.94) | (102.37) | (181.53) | (411.21) | 130.60 |
| PROFIT FOR THE PERIOD (7-8) | 9 | 3797.08 | 3481.90 | 4141.93 | 15136.05 | 12464.32 |
| OTHER COMPREHENSIVE INCOME | 10 | (761.21) | 56.32 | (364.22) | (1381.81) | 362.56 |
| A (i) Items that will not be reclassified to profit or loss | | (744.22) | 45.23 | (367.62) | (1365.32) | 358.32 |
| (ii) Income tax relating to items that will not be reclassified to profit or loss | | 4.69 | 0.81 | 0.43 | 9.62 | 3.69 |
| B (i) Items that will be reclassified to profit or loss | | (29.42) | 15.81 | 3.52 | (36.24) | 0.85 |
| (ii) Income tax relating to items that will be reclassified to profit or loss | | 7.74 | (5.53) | (0.55) | 10.13 | (0.30) |
| TOTAL COMPREHENSIVE INCOME (9+10) | 11 | 3035.87 | 3538.22 | 3777.71 | 13754.24 | 12826.88 |
| PAID UP EQUITY SHARE CAPITAL (Ordinary Shares of ₹ 1/- each) | 12 | 1229.22 | 1225.86 | 1229.11 | 1229.22 | 1225.86 |
| RESERVES EXCLUDING REVALUATION RESERVES | 13 | | | | 62799.94 | 56723.93 |
| EARNINGS PER SHARE (of ₹ 1/- each) (not annualised): | 14 | | | | | |
| (a) Basic (₹) | | 3.09 | 2.84 | 3.37 | 12.33 | 10.19 |
| (b) Diluted (₹) | | 3.09 | 2.83 | 3.36 | 12.31 | 10.13 |

The figures for the 3 months ended 31.03.2020 and corresponding 3 months ended 31.03.2019 are the balancing figures between the audited figures in respect of the full financial year and the year to date figures upto the third quarter of the respective financial years.

Notes :

- 1 The audited Standalone Financial Results and Segment Results were reviewed by the Audit Committee and approved by the Board of Directors of the Company at the meeting held on 26th June, 2020.
- 2 The continuing significant brand building costs covering a range of personal care and branded packaged food products are reflected under 'Other expenses' stated above and in Segment Results under 'FMCG-Others'.
- 3 During the quarter ended 31st March, 2020, 11,05,470 Ordinary Shares of ₹ 1/- each were issued and allotted under the Company's Employee Stock Option Schemes. Consequently, the issued and paid-up Share Capital of the Company as on 31st March, 2020 stands increased to ₹ 1229,22,31,241/-.
- 4 Exceptional items represent cost of leaf tobacco stocks (including taxes) destroyed at a third party owned warehouse due to fire, for which insurance claim has been filed and is under process.
- 5 The Company has exercised the option permitted under Section 115BAA of the Income-tax Act, 1961 as introduced by the Taxation Laws (Amendment) Ordinance, 2019. Accordingly, the Deferred Tax Liabilities (net) as at 31st March, 2019 and the estimate of Tax Expense for the year ended 31st March, 2020 were re-measured in the quarter ended September 30, 2019. The resultant favourable impact of ₹ 1020.00 Crores has been recognised over the three quarters of the financial year commencing from quarter ended 30th September, 2019. Consequently, Tax Expense for the quarter ended 31st March, 2020 includes a credit of ₹ 340.00 Crores (quarter ended 31st December, 2019 - ₹ 340.00 Crores).
- 6 The Company, on 23rd May, 2020, entered into a Share Purchase Agreement (SPA) to acquire 100% of the equity share capital of Messrs. Sunrise Foods Private Limited, an Indian company primarily engaged in the business of spices under the trademark 'Sunrise', subject to fulfilment of various terms and conditions as specified in the SPA.
- 7 The Company has considered the possible effects that may arise out of the still unfolding COVID-19 pandemic on the carrying amounts of property, plant & equipment, intangible assets, investments, inventories, trade receivables, etc. For this purpose, the Company has considered internal and external sources of information up to the date of approval of the Standalone Financial Results including credit reports and related information, economic forecasts, market value of certain investments etc. Based on the current estimates, the Company does not expect any significant impact on such carrying values. The impact of COVID-19 on the Company's financial statements may differ from that estimated as at the date of approval of Standalone Financial Results.
- 8 The Board of Directors of the Company has recommended a dividend of ₹ 10.15 per Ordinary Share of ₹ 1/- each for the financial year ended 31st March, 2020 and the dividend, if declared, will be paid on Tuesday, 8th September, 2020 to those Members entitled thereto.
- 9 The Register of Members of the Company shall remain closed for the purpose of dividend from Wednesday, 8th July, 2020 to Thursday, 9th July, 2020.
- 10 The 109th Annual General Meeting of the Company has been convened for Friday, 4th September, 2020.
- 11 This statement is as per Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

ITC LIMITED
Segment-wise Revenue, Results, Assets and Liabilities
for the Quarter and Twelve Months ended 31st March, 2020

(₹ in Crores)

| Particulars | STANDALONE | | | | |
|---|---|---|---|---|---|
| | 3 Months ended 31.03.2020 [#] | 3 Months ended 31.03.2019 [#] | Preceding 3 Months ended 31.12.2019 | Twelve Months ended 31.03.2020 | Twelve Months ended 31.03.2019 |
| | (Audited) | (Audited) | (Unaudited) | (Audited) | (Audited) |
| 1. Segment Revenue | | | | | |
| a) FMCG - Cigarettes | 5130.53 | 5485.92 | 5310.98 | 21201.74 | 20712.95 |
| - Others | 3183.55 | 3273.92 | 3312.32 | 12844.23 | 12505.28 |
| Total FMCG | 8314.08 | 8759.84 | 8623.30 | 34045.97 | 33218.23 |
| b) Hotels | 465.75 | 509.76 | 552.31 | 1837.28 | 1665.45 |
| c) Agri Business | 1887.26 | 2100.93 | 2094.71 | 10240.72 | 9396.54 |
| d) Paperboards, Paper & Packaging | 1458.86 | 1537.36 | 1555.37 | 6107.18 | 5860.16 |
| Total | 12125.95 | 12907.89 | 12825.69 | 52231.15 | 50140.38 |
| Less : Inter-segment revenue | 825.90 | 843.74 | 913.53 | 5907.43 | 4918.97 |
| Gross Revenue from sale of products and services | 11300.05 | 12064.15 | 11912.16 | 46323.72 | 45221.41 |
| 2. Segment Results | | | | | |
| a) FMCG - Cigarettes | 3403.00 | 3855.95 | 3755.97 | 14852.55 | 14551.07 |
| - Others [Note (i)] | 146.95 | 130.49 | 107.62 | 423.05 | 315.72 |
| - Restructuring of Lifestyle Retailing Business | - | 70.47 | - | - | 70.47 |
| Total FMCG | 3549.95 | 4056.91 | 3863.59 | 15275.60 | 14937.26 |
| b) Hotels | 42.60 | 88.67 | 87.33 | 157.75 | 177.74 |
| c) Agri Business | 123.11 | 147.24 | 213.44 | 788.92 | 776.63 |
| d) Paperboards, Paper & Packaging | 285.70 | 300.53 | 333.96 | 1305.33 | 1239.23 |
| Total | 4001.36 | 4593.35 | 4498.32 | 17527.60 | 17130.86 |
| Less : i) Finance Costs | 14.73 | 7.74 | 12.44 | 55.72 | 34.19 |
| ii) Other un-allocable (income) net of un-allocable expenditure [Note (ii)] | (525.21) | (368.30) | (681.76) | (1827.04) | (1347.49) |
| iii) Exceptional Items * | - | - | 132.11 | 132.11 | - |
| Profit Before Tax | 4511.84 | 4953.91 | 5035.53 | 19166.81 | 18444.16 |
| 3. Segment Assets | | | | | |
| a) FMCG - Cigarettes | 6903.91 | 8315.15 | 8026.25 | 6903.91 | 8315.15 |
| - Others | 8694.53 | 8093.09 | 9036.61 | 8694.53 | 8093.09 |
| Total FMCG | 15598.44 | 16408.24 | 17062.86 | 15598.44 | 16408.24 |
| b) Hotels | 6646.08 | 6016.28 | 6629.57 | 6646.08 | 6016.28 |
| c) Agri Business | 4030.59 | 3901.03 | 3878.66 | 4030.59 | 3901.03 |
| d) Paperboards, Paper & Packaging | 6823.85 | 6966.69 | 6932.46 | 6823.85 | 6966.69 |
| Total | 33098.96 | 33292.24 | 34503.55 | 33098.96 | 33292.24 |
| Unallocated Corporate Assets | 42136.40 | 36505.68 | 38319.52 | 42136.40 | 36505.68 |
| Total Assets | 75235.36 | 69797.92 | 72823.07 | 75235.36 | 69797.92 |
| 4. Segment Liabilities | | | | | |
| a) FMCG - Cigarettes | 3991.11 | 4720.75 | 4532.75 | 3991.11 | 4720.75 |
| - Others | 2133.61 | 2017.30 | 2208.12 | 2133.61 | 2017.30 |
| Total FMCG | 6124.72 | 6738.05 | 6740.87 | 6124.72 | 6738.05 |
| b) Hotels | 858.06 | 608.42 | 938.10 | 858.06 | 608.42 |
| c) Agri Business | 1098.29 | 907.32 | 829.05 | 1098.29 | 907.32 |
| d) Paperboards, Paper & Packaging | 764.73 | 755.90 | 795.70 | 764.73 | 755.90 |
| Total | 8845.80 | 9009.69 | 9303.72 | 8845.80 | 9009.69 |
| Unallocated Corporate Liabilities | 2360.40 | 2838.44 | 2572.87 | 2360.40 | 2838.44 |
| Total Liabilities | 11206.20 | 11848.13 | 11876.59 | 11206.20 | 11848.13 |

[#] The figures for the 3 months ended 31.03.2020 and corresponding 3 months ended 31.03.2019 are the balancing figures between the audited figures in respect of the full financial year and the year to date figures upto the third quarter of the respective financial years.

*Refer note 4 to the standalone financial results.

Note (i): In respect of FMCG-Others segment, earnings before interest, taxes, depreciation and amortization (EBITDA) for the quarter and twelve months ended 31.03.2020 is ₹ 256.47 Crores and ₹ 914.00 Crores respectively (quarter ended 31.12.2019 - ₹ 255.82 Crores; quarter ended 31.03.2019 - ₹ 228.27 Crores and twelve months ended 31.03.2019 - ₹ 688.25 Crores).

Note (ii): As stock options and stock appreciation linked reward units are granted under the ITC Employee Stock Option Schemes (ITC ESOS) and ITC Employee Cash Settled Stock Appreciation Linked Reward Plan (ITC ESARP), respectively, to align the interests of employees with those of shareholders and also to attract and retain talent for the enterprise as a whole, the charge thereof do not form part of the segment performance reviewed by the Corporate Management Committee.

ITC Limited

(₹ in Crores)

| Balance Sheet | | STANDALONE | |
|----------------------|--|---|---|
| Particulars | | As at 31st March, 2020 (Audited) | As at 31st March, 2019 (Audited) |
| A | ASSETS | | |
| 1 | Non-current assets | | |
| | (a) Property, Plant and Equipment | 18932.57 | 17945.65 |
| | (b) Capital work-in-progress | 2776.31 | 3391.47 |
| | (c) Investment Property | 385.36 | - |
| | (d) Intangible assets | 519.45 | 540.75 |
| | (e) Intangible assets under development | 3.89 | 9.89 |
| | (f) Right of use assets | 680.17 | - |
| | (g) Financial Assets | | |
| | (i) Investments | 13455.59 | 14071.45 |
| | (ii) Loans | 3.31 | 6.21 |
| | (iii) Others | 607.09 | 2380.49 |
| | (h) Other non-current assets | 1364.71 | 1883.05 |
| | Non-current assets | 38728.45 | 40228.96 |
| 2 | Current assets | | |
| | (a) Inventories | 8038.07 | 7587.24 |
| | (b) Financial Assets | | |
| | (i) Investments | 17175.02 | 12506.55 |
| | (ii) Trade receivables | 2092.00 | 3646.22 |
| | (iii) Cash and cash equivalents | 561.84 | 162.71 |
| | (iv) Other Bank Balances | 6281.43 | 3606.02 |
| | (v) Loans | 4.87 | 5.02 |
| | (vi) Others | 1505.94 | 1360.29 |
| | (c) Other current assets | 847.74 | 694.91 |
| | Current assets | 36506.91 | 29568.96 |
| | Total Assets | 75235.36 | 69797.92 |
| B | EQUITY AND LIABILITIES | | |
| | Equity | | |
| | (a) Equity Share capital | 1229.22 | 1225.86 |
| | (b) Other Equity | 62799.94 | 56723.93 |
| | Equity | 64029.16 | 57949.79 |
| | LIABILITIES | | |
| 1 | Non-current liabilities | | |
| | (a) Financial Liabilities | | |
| | (i) Borrowings | 5.63 | 7.89 |
| | (ii) Lease liabilities | 259.25 | - |
| | (iii) Other financial liabilities | 90.47 | 41.90 |
| | (b) Provisions | 143.79 | 132.64 |
| | (c) Deferred tax liabilities (Net) | 1617.65 | 2044.14 |
| | Non-current liabilities | 2116.79 | 2226.57 |
| 2 | Current liabilities | | |
| | (a) Financial Liabilities | | |
| | (i) Trade payables | | |
| | Total outstanding dues of micro enterprises and small enterprises | 34.67 | 54.32 |
| | Total outstanding dues of creditors other than micro enterprises and small enterprises | 3412.07 | 3313.96 |
| | (ii) Lease liabilities | 64.87 | - |
| | (iii) Other financial liabilities | 1147.24 | 972.94 |
| | (b) Other current liabilities | 4175.91 | 4910.40 |
| | (c) Provisions | 117.94 | 25.24 |
| | (d) Current Tax Liabilities (Net) | 136.71 | 344.70 |
| | Current liabilities | 9089.41 | 9621.56 |
| | Total Equity and Liabilities | 75235.36 | 69797.92 |

ITC Limited

Standalone Cash Flow Statement for the year ended 31st March, 2020

| | For the year ended 31st March, 2020 (₹ in Crores) | | For the year ended 31st March, 2019 (₹ in Crores) | |
|--|---|------------------|---|------------------|
| | | | | |
| A. Cash Flow from Operating Activities | | | | |
| PROFIT BEFORE TAX | | 19166.81 | | 18444.16 |
| ADJUSTMENTS FOR : | | | | |
| Depreciation and amortization expense | 1563.27 | | 1311.70 | |
| Share based payments to employees | 105.77 | | 215.00 | |
| Finance costs | 55.72 | | 34.19 | |
| Interest Income | (1438.87) | | (1242.62) | |
| Dividend Income | (551.11) | | (415.90) | |
| Loss on sale of property, plant and equipment - Net | 56.08 | | 102.11 | |
| Doubtful and bad debts | 16.17 | | 21.65 | |
| Doubtful and bad advances, loans and deposits | (1.71) | | 5.30 | |
| Impairment of investment in joint venture | 10.00 | | - | |
| Net gain recognised on disposal of subsidiary | - | | (9.40) | |
| Net (gain)/loss arising on investments mandatorily measured at fair value through profit or loss | (944.25) | | (751.79) | |
| Foreign currency translations and transactions - Net | 0.44 | (1128.49) | 2.30 | (727.46) |
| OPERATING PROFIT BEFORE WORKING CAPITAL CHANGES | | 18038.32 | | 17716.70 |
| ADJUSTMENTS FOR : | | | | |
| Trade receivables, advances and other assets | 1527.33 | | (699.48) | |
| Inventories | (450.83) | | (350.09) | |
| Trade payables, other liabilities and provisions | (658.50) | 418.00 | 567.80 | (481.77) |
| CASH GENERATED FROM OPERATIONS | | 18456.32 | | 17234.93 |
| Income tax paid | | (4650.14) | | (5485.88) |
| NET CASH FROM OPERATING ACTIVITIES | | 13806.18 | | 11749.05 |
| B. Cash Flow from Investing Activities | | | | |
| Purchase of property, plant and equipment, Intangibles etc. | (2140.35) | | (2768.64) | |
| Sale of property, plant and equipment | 26.75 | | 9.16 | |
| Purchase of current investments | (74803.59) | | (86963.22) | |
| Sale/redemption of current investments | 69214.00 | | 88535.08 | |
| Investment in subsidiaries | (202.39) | | (426.48) | |
| Purchase of non-current investments | (1987.78) | | (3404.69) | |
| Redemption proceeds of non-current investments | 3429.63 | | 300.29 | |
| Proceeds on disposal of subsidiary | - | | 17.75 | |
| Dividend Income | 551.11 | | 415.90 | |
| Interest received | 1437.26 | | 1112.91 | |
| Investment in bank deposits (original maturity more than 3 months) | (4666.57) | | (4527.30) | |
| Redemption / maturity of bank deposits (original maturity more than 3 months) | 3508.18 | | 2928.78 | |
| Investment in deposit with housing finance companies | (585.16) | | (848.03) | |
| Redemption / maturity of deposit with housing finance companies | 699.15 | | 536.42 | |
| Loans given | (3.22) | | (5.35) | |
| Loans realised | 6.27 | | 5.67 | |
| NET CASH USED IN INVESTING ACTIVITIES | | (5516.71) | | (5081.75) |
| C. Cash Flow from Financing Activities | | | | |
| Proceeds from issue of share capital | 625.30 | | 969.13 | |
| Repayment of non-current borrowings | (3.23) | | (6.87) | |
| Payment of lease liabilities | (44.03) | | - | |
| Interest paid | (45.54) | | (86.68) | |
| Net increase/(decrease) in statutory restricted accounts balances | (1.14) | | 10.75 | |
| Dividend paid | (7048.71) | | (6285.21) | |
| Income tax on dividend paid | (1373.52) | | (1201.69) | |
| NET CASH USED IN FINANCING ACTIVITIES | | (7890.87) | | (6600.57) |
| NET INCREASE / (DECREASE) IN CASH AND CASH EQUIVALENTS | | 398.60 | | 66.73 |
| OPENING CASH AND CASH EQUIVALENTS | | 162.75 | | 96.02 |
| CLOSING CASH AND CASH EQUIVALENTS | | 561.35 | | 162.75 |

Notes :

1. The above Cash Flow Statement has been prepared under the "Indirect Method" as set out in Ind AS - 7 "Statement of Cash Flows"

2. CASH AND CASH EQUIVALENTS :

| | | |
|--|---------------|---------------|
| Cash and cash equivalents as above | 561.35 | 162.75 |
| Unrealised gain / (loss) on foreign currency cash and cash equivalents | 0.49 | (0.04) |
| Cash and cash equivalents | <u>561.84</u> | <u>162.71</u> |

3. Net Cash Flow from Operating Activities includes an amount of ₹ 322.06 Crores (2019- ₹ 299.14 Crores) spent towards Corporate Social Responsibility.

Notes:

(1) The Company's corporate strategy aims at creating multiple drivers of growth anchored on its core competencies. The Company is currently focused on four business groups : FMCG, Hotels, Paperboards, Paper & Packaging and Agri Business. The Company's organisational structure and governance processes are designed to support effective management of multiple businesses while retaining focus on each one of them.

The Operating Segments have been reported in a manner consistent with the internal reporting provided to the Corporate Management Committee, which is the Chief Operating Decision Maker.

(2) The business groups comprise the following :

| | | | | |
|--------------------------------|---|------------|---|--|
| FMCG | : | Cigarettes | - | Cigarettes, Cigars etc. |
| | : | Others | - | Branded Packaged Foods Businesses (Staples & Meals; Snacks; Dairy & Beverages; Biscuits & Cakes; Chocolates, Coffee & Confectionery); Education and Stationery Products; Personal Care Products; Safety Matches and Agarbattis; Apparel. |
| Hotels | | | - | Hoteliering. |
| Paperboards, Paper & Packaging | | | - | Paperboards, Paper including Specialty Paper & Packaging including Flexibles. |
| Agri Business | | | - | Agri commodities such as soya, spices, coffee and leaf tobacco. |

(3) Segment results of 'FMCG : Others' are after considering significant business development, brand building and gestation costs of Branded Packaged Foods businesses and Personal Care Products business.

(4) Figures for the corresponding previous periods are re-arranged, wherever necessary, to conform to the figures of the current period.

Registered Office :
Virginia House, 37 J.L. Nehru Road,
Kolkata 700 071, India

For and on behalf of the Board

Dated : 26th June, 2020
Place : Kolkata, India

Director & Chief Financial Officer

Chairman & Managing Director